



**For Immediate Release**

**MAYOR BOOKER AND PITNEY BOWES ANNOUNCE OPENING OF  
NEW INTERNATIONAL MAIL DISTRIBUTION CENTER IN NEWARK**  
*City and Pitney Bowes Sign First Source Agreement to Ensure Newark Residents  
Are Considered First For Employment Opportunities; Expansion of One of the Nation's Largest  
Providers of International Mail Services Will Bring 180 Jobs to Newark*

**Newark, NJ – February 9, 2010** - Mayor Cory A. Booker and Pitney Bowes Mail Services President John Ward announced today that Pitney Bowes has selected Newark as the site for its expanded mail services operations in New Jersey and will open a new International Mail Distribution Center there next month. The relocation and expansion will bring 180 jobs to Newark, and is expected to create an additional 25 jobs in New Jersey's largest city over the next few years. Mayor Booker will highlight this Pitney Bowes announcement during his State of the City Address which will be held tonight at 6:30 p.m. at Newark Symphony Hall at 1020 Broad Street.

Pitney Bowes Mail Services (NYSE:PBI) is the nation's largest provider of presort services, aggregating outbound mail from many organizations and enabling more mailers to enjoy the benefits of postage discounts. It is also one of the nation's largest providers of international mail services, allowing outbound international mail to get to its destination faster and at lower cost to the mailer.

Mayor Booker said, "We are very pleased that Pitney Bowes, one of the nation's largest providers of international mail services, is recognizing Newark's ideal location for the logistics industry by moving a major business unit to our City. We are grateful that as part of the transaction, the company has committed to a First Source Agreement which will ensure that Newark residents are considered first for job openings. Thanks to Newark's Economic Development team and our State partners, we are continuing the transformation of our Newark by creating much needed jobs for our residents. Together, we are building a stronger, safer, prouder City."

The new facility, located in Newark's Enterprise Zone at 158 Mt. Olivet Avenue, comprises approximately 76,000 square feet of space. When modifications to the site are complete, the site will have 64,000 square feet of production space, and approximately 12,000 square feet of office space, all air conditioned and operating on a 24/7 basis. It is estimated that the Newark facility will process 50 million pieces of international mail per year.

"I would like to thank the city and state officials who worked so closely with us to keep and grow these jobs in New Jersey," said Pitney Bowes Mail Services President John Ward. "We are very bullish on the work force here, and appreciate the progressive attitude on the part of government leaders who understand the needs of the business community. We look forward to providing even higher levels of service to our customers in the greater New York and New Jersey markets."

Newark's Brick City Development Corporation (BCDC) and Urban Enterprise Zone (UEZ) teams worked with Pitney Bowes and the State of New Jersey to negotiate and coordinate this transaction. The New Jersey Economic Development Authority recently approved a Business Retention and Relocation Assistance Grant and a Business Employment Incentive Program grant for this project. The facility is located in Newark's UEZ, one of 32 zones in New Jersey that the state has designated with specific incentives to revitalize urban communities and encourage business investment. In addition, Pitney Bowes has signed a First Source Agreement with the City of Newark and BCDC that commits the company to make a good faith effort to recruit and hire qualified residents of Newark who apply for positions at the facility through Pitney Bowes's online job application process.

For more information about any Newark municipal program or initiative, contact the Non-Emergency Call Center, at **(973) 733-4311**.

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### **About the City of Newark, New Jersey**

Newark, commonly referred to as Brick City, is the third oldest city in the United States and the largest in New Jersey, with a population of more than 280,000 people. Newark sits on one of the nation's largest transportation super-structures including an international airport, major rail connections, major highway intersections and the busiest seaport on the east coast.

With a new Administration as of July 2006, Newark continues to see signs of a strong revival. In population, it is one of the fastest growing cities in the northeast. Its six major colleges and universities are further expanding their presence. The production of affordable housing has doubled, businesses are returning and crime is going down. There is still much work to be done but Newark is on its way to achieving its mission: to set a national standard for urban transformation.

### **About Pitney Bowes**

Pitney Bowes is a global technology leader whose products, services and solutions deliver value within the mainstream and beyond. Founded in 1920, our company's 35,000 employees deliver technology, service and innovation to more than two million customers worldwide. For more information about Pitney Bowes, its products, services and solutions, visit [www.pb.com](http://www.pb.com).

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